

(NYSE America: I T P)

IT Tech Packaging, Inc.

Investor Presentation
February 2025



This presentation contains forward-looking statements as defined by the Private Securities Litigation Reform Act of 1995. Forward-looking statements include statements concerning plans, objectives, goals, strategies, future events or performance, and underlying assumptions and other statements that are other than statements of historical facts. When the Company uses words such as "may," "will," "intend," "should," "believe," "expect," "anticipate," "project," "estimate" or similar expressions that do not relate solely to historical matters, it is making forward-looking statements. Specifically, the Company's statements regarding trading on the NYSE Market are forward-looking statements. Forward-looking statements are not guarantees of future performance and involve risks and uncertainties that may cause the actual results to differ materially from the Company's expectations discussed in the forward-looking statements. These statements are subject to uncertainties and risks including, but not limited to, the following: the Company's goals and strategies; the Company's future business development; product and service demand and acceptance; changes in technology; the growth of the paper market, particularly the paper making market, in China; reputation and brand; the impact of competition and pricing; government regulations; fluctuations in general economic and business conditions in China and the international markets the Company serves and assumptions underlying or related to any of the foregoing and other risks contained in reports filed by the Company with the Securities and Exchange Commission. For these reasons, among others, investors are cautioned not to place undue reliance upon any forward-looking statements in this press release. Additional factors are discussed in the Company's filings with the U.S. Securities and Exchange Commission, which are available for review at www.sec.gov. The Company undertakes no obligation to publicly revise these forward-looking statements to reflect events or circumstances that arise after the date hereof.

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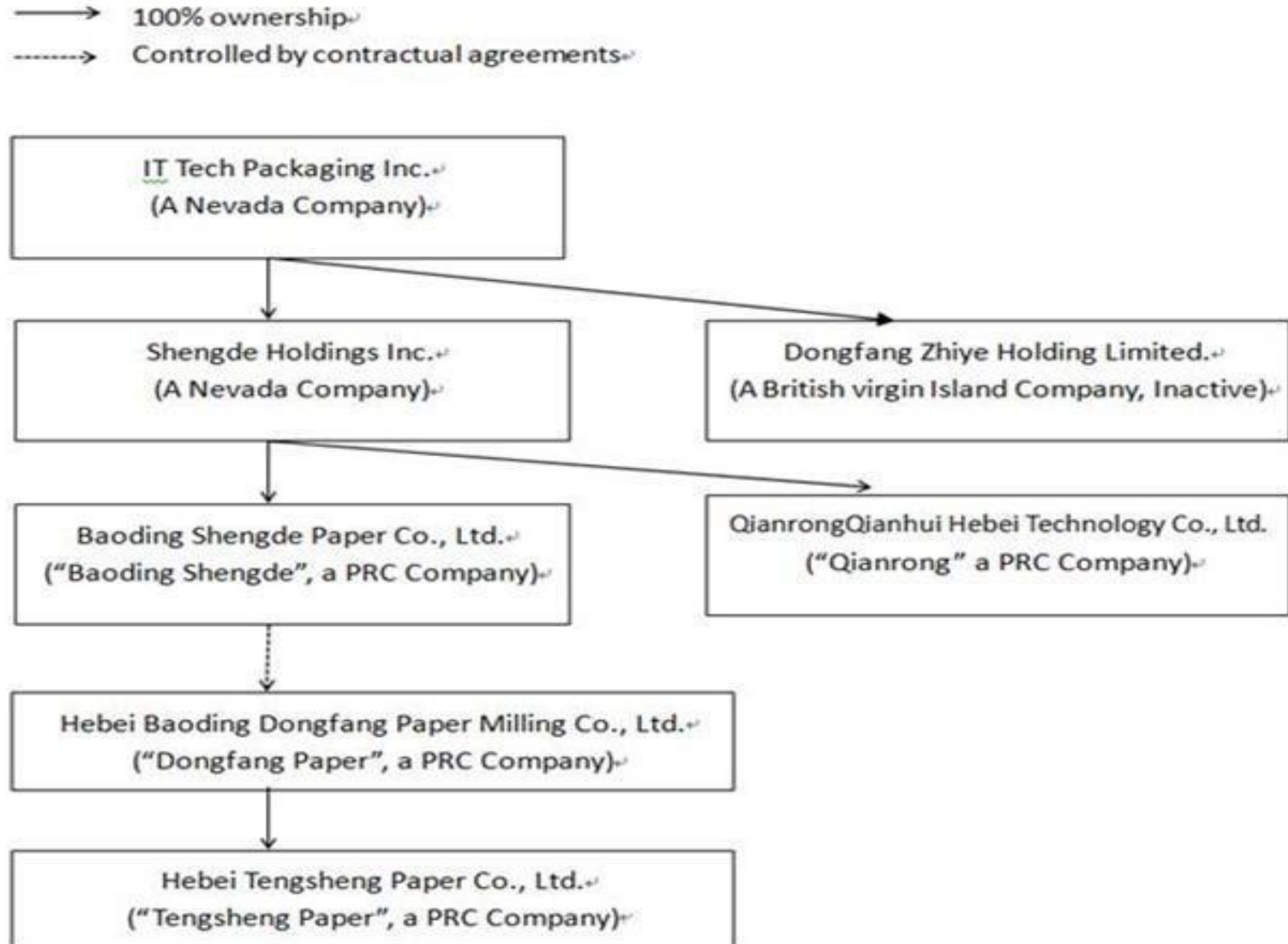
02 Business Overview

03 Industry Overview

04 Key Financials

Ticker Symbol	ITP
Stock Price (02/07/25)	\$0.376
52-Week Price Range	\$0.20-\$1.1
Market Cap.	\$3.39M
Shares Outstanding	10.06M
Revenues (Year ended Dec 31, 2023)	\$87M
Net Income (Year ended Dec 31, 2023)	\$(9.95)M
Gross Margin (Year ended Dec 31, 2023)	1.16%
Cash and Cash Equivalents (Year ended Dec 31, 2023)	\$3.92M
EPS (ttm)	\$(0.99)

Corporate Structure



Key Milestones

1996

Hebei Baoding Orient Paper Milling Company Limited ("Orient Paper HB") was established in Xushui County, Baoding City, Hebei Province

November 2007

Listed on the OTCBB under the ticker symbol "OPAI"

June 2009

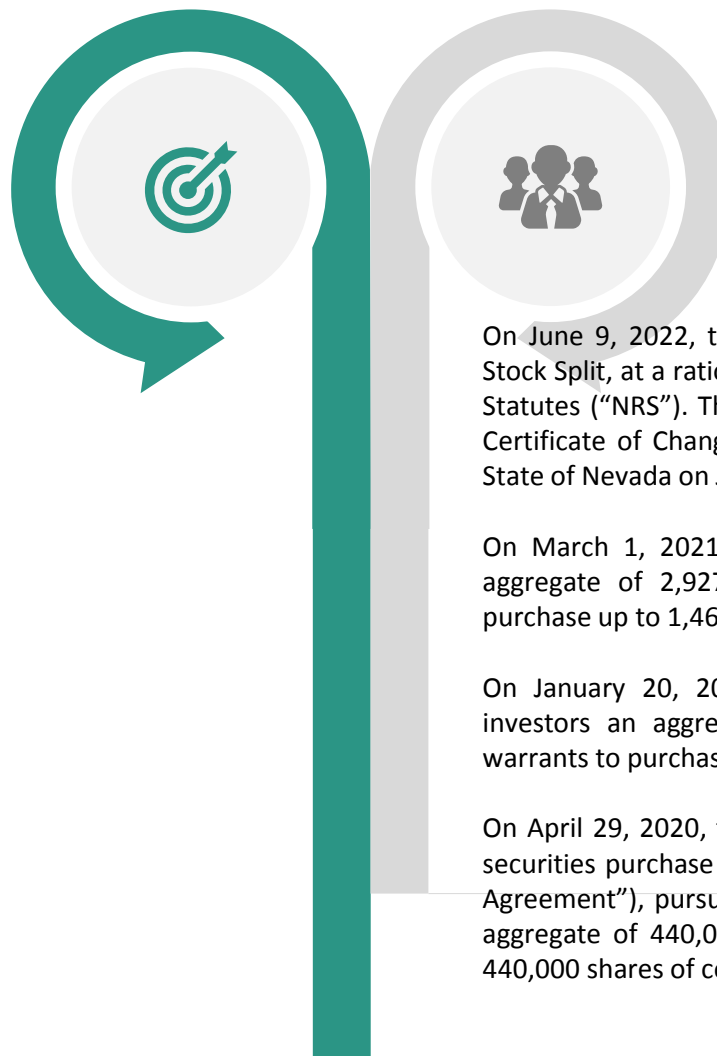
Baoding Shengde Paper Co., Ltd. was established

December 2009

Listed on the NYSE AMEX Market with the ticker symbol "ONP"

August 2018

Corporate name change from "Orient Paper, Inc." to "IT Tech Packaging, Inc." with a new ticker symbol "ITP" listed on the NYSE MKT



Recent Events

Reverse stock split

On June 9, 2022, the Board of Directors of the Company approved the Reverse Stock Split, at a ratio of 1-for-10, pursuant to Section 78.207 of the Nevada Revised Statutes ("NRS"). The Reverse Stock Split was affected by the Company filing of a Certificate of Change Pursuant to NRS 78.209 with the Secretary of State of the State of Nevada on July 7, 2022.

Three Financings

On March 1, 2021, the Company offered and sold to the public investors an aggregate of 2,927,786 shares of common stock and 1,463,893 warrants to purchase up to 1,463,893 shares of common.

On January 20, 2021, the Company offered and sold to certain institutional investors an aggregate of 2,618,182 shares of common stock and 2,618,182 warrants to purchase up to 2,618,182 shares of common.

On April 29, 2020, the Company and certain institutional investors entered into a securities purchase agreement, as amended on May 4, 2020 (the "2020 Purchase Agreement"), pursuant to which the Company agreed to sell to such investors an aggregate of 440,000 shares of common stock and warrants to purchase up to 440,000 shares of common stock in a concurrent private.

Jing Hao

Chief Financial Officer

- Chief Financial Officer of the company since 2014
- Previously served as the Chief Financial Officer of the company between 2007 to 2009
- Chief Financial Officer of Hebei Baoding Dongfang Paper Milling Company Limited (Dongfang Paper) since 2006
- Manager of Finance for Dongfang Paper from 2005 to 2006

Zhenyong Liu

Chief Executive Officer and Chairman
of the Board

- A member of the Board of Directors and Chairman of the Board of Directors of the company since 2007
- Chief Executive Officer of the company since 2007
- Chairman of Hebei Baoding Dongfang Paper Milling Company Limited Dongfang Paper since 1996
- Plant Director of Xinxin Paper Milling Factory in Xushui District from 1990 to 1996
- General Manager of the East Central Household Appliance Purchases and Supply Station from 1980 to 1989

Dahong Zhou

Secretary

- Secretary of the company since 2007
- Executive Manager of Hebei Baoding Dongfang Paper Milling Company Limited (Dongfang Paper) since 2006

A leading paper manufacturer in North China located in Baoding City, Hebei Province

- 8 registered trademarks and 12 new utility patents
- Using recycled paper as primary raw material for CMP
- Produces and distributes three categories of paper products: packaging paper (corrugating medium paper), offset printing paper, household paper, face mask and other paper products



Corrugating medium paper (CMP)

- Used in the manufacturing of cardboard.
- 68.67% of total paper production quantities and 99.85% of total revenue in 2024 Q3
- Raw materials include recycled paper board and certain supplementary agents
- 2 production lines, PM6 and PM1
- Light-weight CMP products have a wide range of commercial applications including:
 - Construction material
 - Moisture-proof packaging materials
 - Corrugating cardboard



Offset printing paper

- Used for offset printing in the publishing industry
- Revenue from offset printing paper was \$nil for the three months ended September 30, 2024
- Raw materials include recycled white scrap paper, fluorescent whitening agent and sizing agent
- 2 production lines, PM2 and PM3



Tissue Paper Products

- Process base tissue paper purchased from a long-term supplier and produce finished tissue paper products, including toilet paper, boxed and soft-packed tissues, handkerchief tissues and paper napkins, as well as bathroom and kitchen paper towels that are marketed and sold under the Dongfang Paper brand
- 2 production lines, PM8 and PM9
- 1 New line is in construction, PM10



Manufacturing Process



Corrugating Medium Paper and Offset Printing Paper

Two stages of manufacturing



Pulping

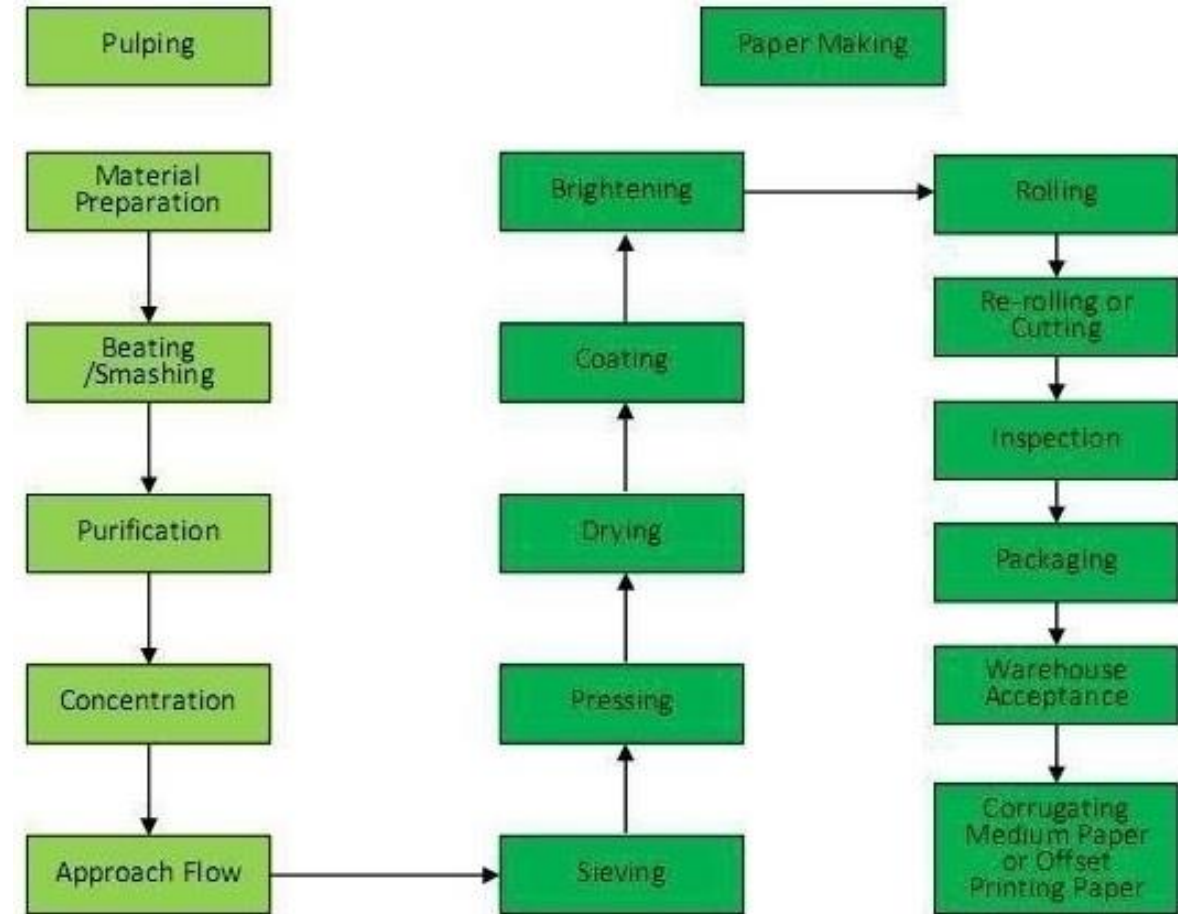


Paper Making



Base Tissue Paper

We make tissue paper products but currently do not manufacture base tissue paper



Customers and Suppliers



Customers

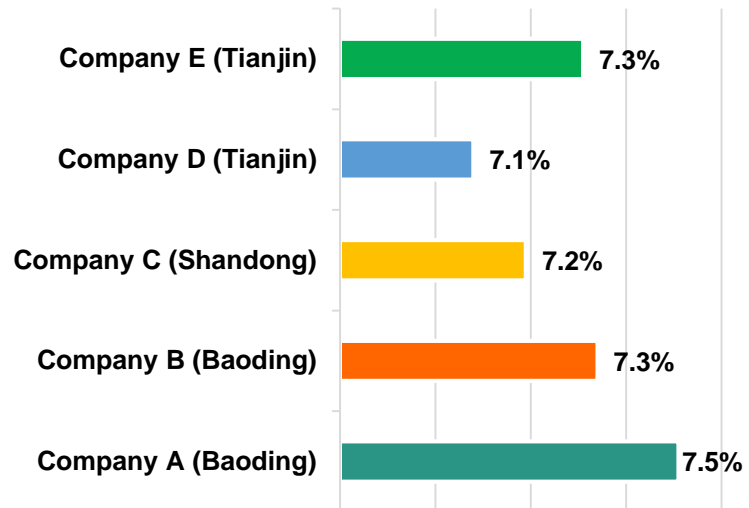
- Companies making corrugating cardboards and printing companies
- Largest customer is a packaging company in Baoding City
- 5 major customers during nine months ended Sep 30, 2024



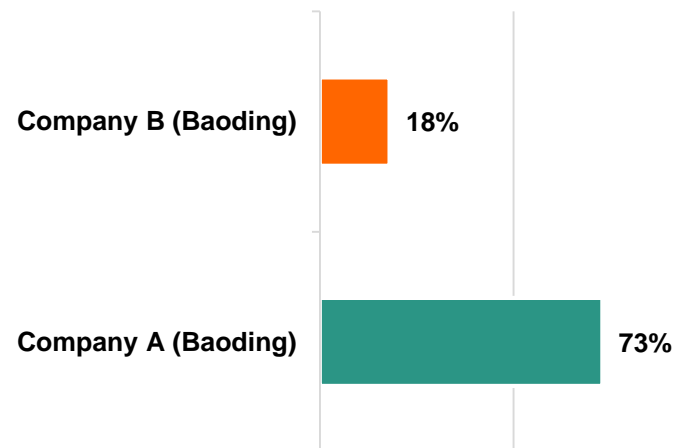
Suppliers

- Recycled paper board and unprinted recycled white scrap paper from domestic recycling stations
- Annual raw materials supplier contracts
- 2 major suppliers for the nine months ended Sep 30, 2024

Major Customers



Major Suppliers



Our Production Lines

PM#	Paper Product	Designed Capacity (tonnes/year)	Location
PM1	Corrugating medium paper	60,000	Xushui District, Baoding city, Hebei province
PM2	Offset printing paper	50,000	
PM3	Offset printing paper	40,000	
PM4	Digital photo paper	**	Xushui District, Baoding city, Hebei province
PM5	Digital photo paper	**	
PM6 ^[a]	Corrugating medium paper	360,000	Xushui District, Baoding city, Hebei province
PM7 ^[b]	Specialty paper	10,000	
PM8 ^[c]	Tissue paper	15,000	Economic Development Zone in Wei County, Hebei Province
PM9 ^[d]	Tissue paper	15,000	
PM10 ^[e]	Tissue paper	20,000	In construction

[a]: PM6 is funded and owned by Baoding Shengde; ancillary facilities that support the PM6 operation are built and owned by Dongfang Paper

[b]: Paper machines under renovation, construction or in the planning stage

[c]: Full operation of production and sales of tissue paper products commenced in 2019 after construction, installation and test of operation on PM8 were completed in December, 2018

[d]: In November 2019, we completed the commercial launch of a new tissue paper production line the PM9 following the success of its trial production.

[e] In May 2020, we planned commercial launch of a new tissue paper production line PM10 and the Company expects the new tissue paper production line to be launched after the success of its trial run.

OUR COMPETITIVE EDGE



Regional advantage (Northern China)

- One of the leading papermaking enterprises in Hebei Province.
- Our proximity to large urban centers in northern China, Beijing and Tianjin, gives us access to a large market to sell our products



Cost Advantage

- Lower freight costs
- Lower inventory costs
- Low-cost raw materials
- Lower pricing



CLEAN MANUFACTURING



Raw Materials

- Eco-friendly recycled papers
- Minimize impact on the environment
- Reduce costs



By- Product Recycle

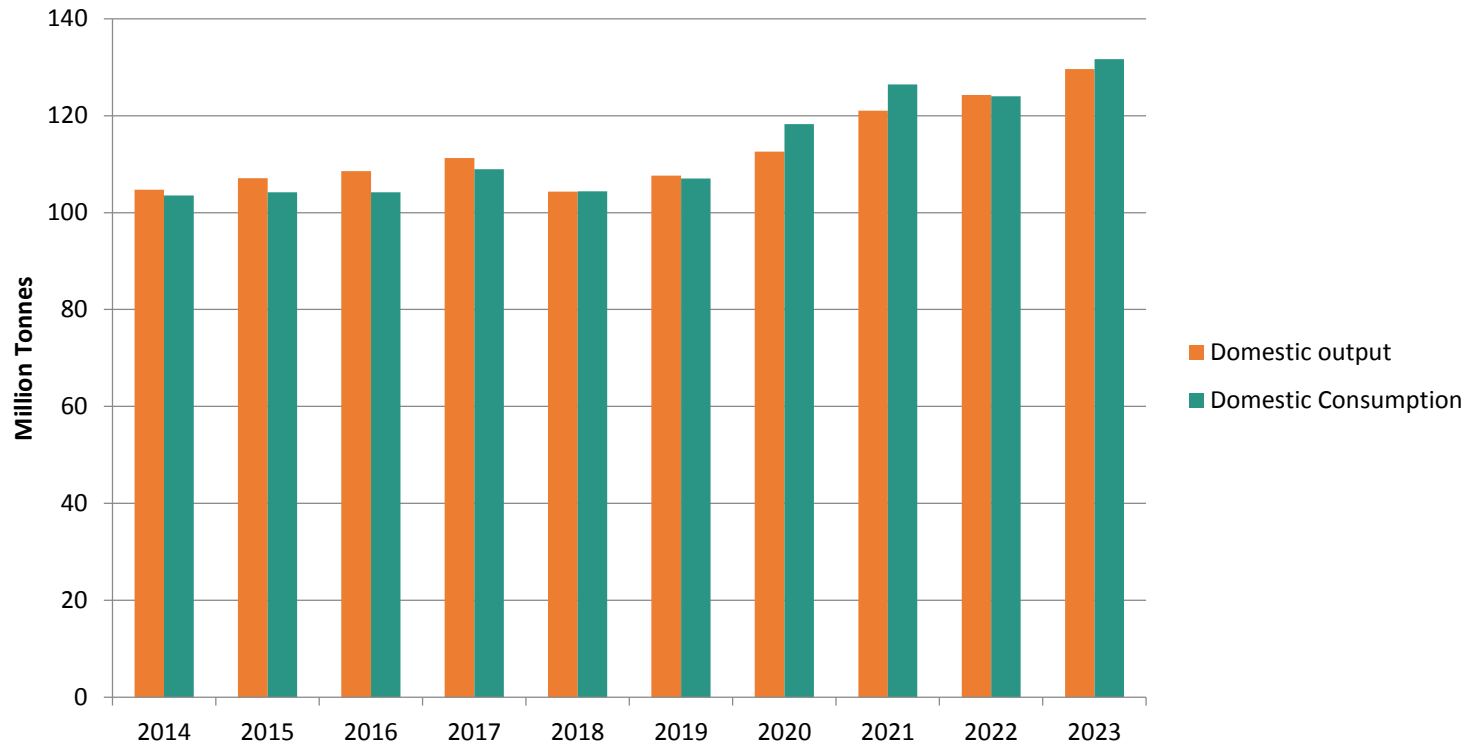
- Recycles paper fiber sludge
- Improves paper's toughness and stiffness



Sewage Processing System

- Daily processing capacity of up to 50,000 tons
- Recycles waste water discharged from production
- Re-use by CMP production lines



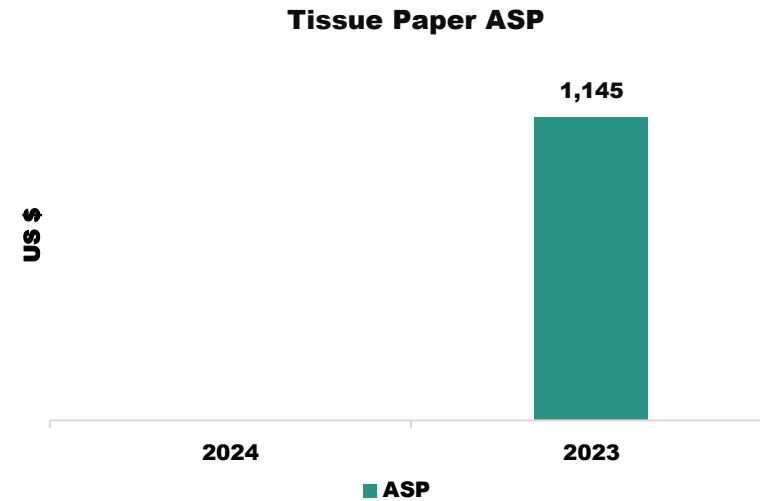
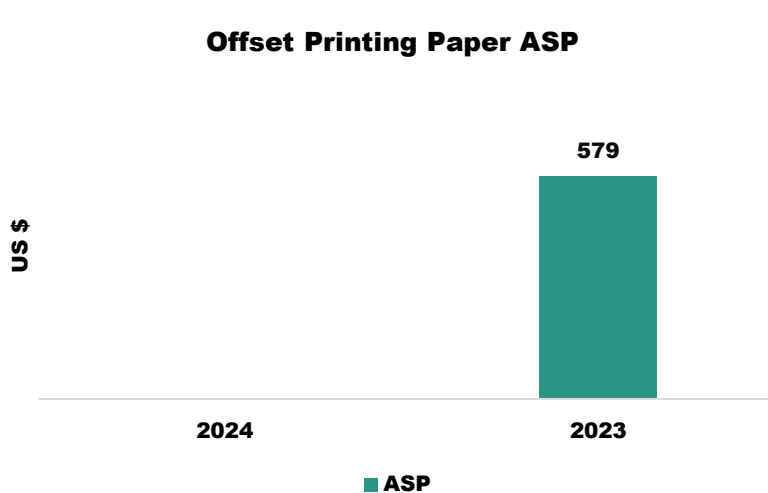
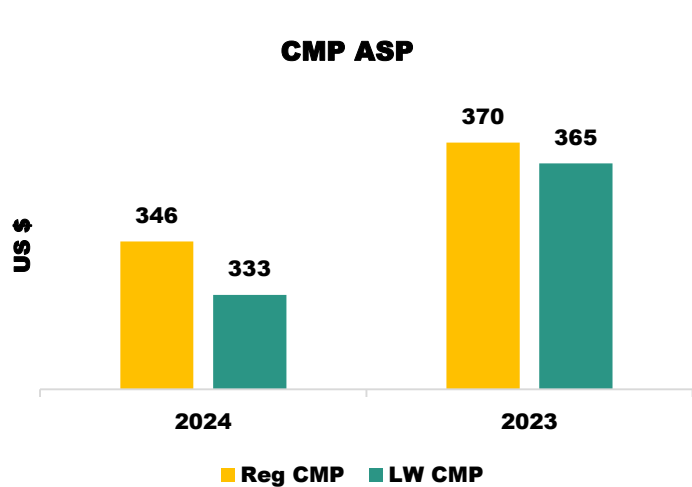
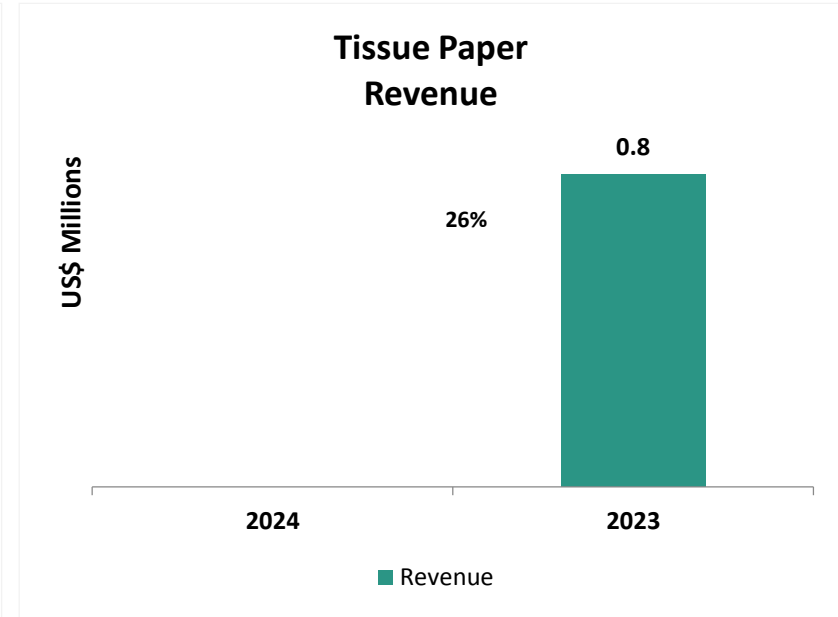
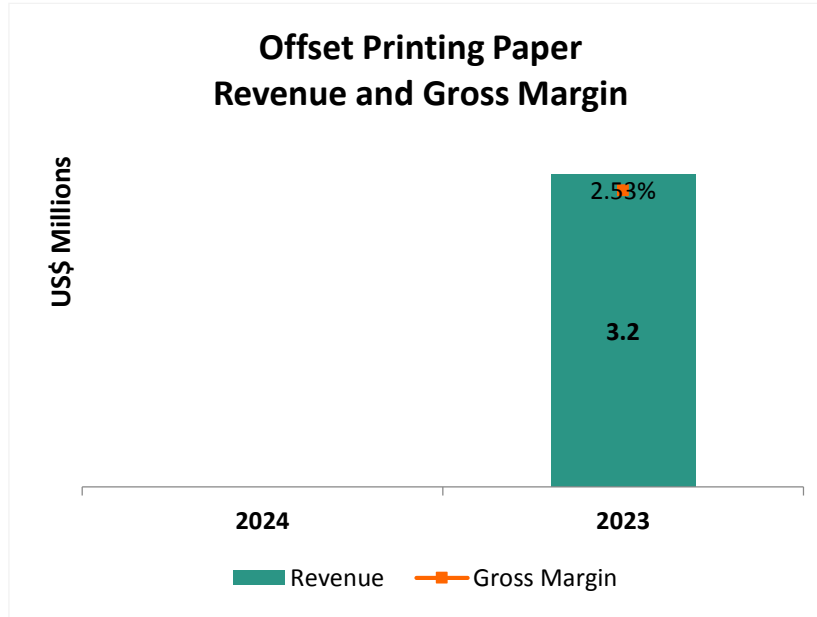
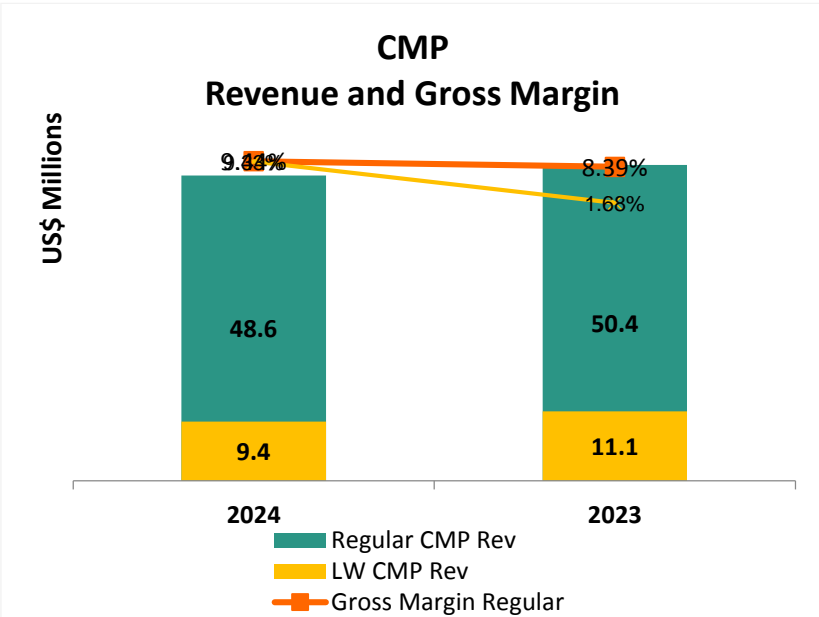


Unit: Million Tonnes

Data source: 2023 Annual Report of China's Paper Industry, May 2024, China Paper Association

- 2,500 paper and paper board manufacturers in China, with a total output of 129.65 million tonnes in 2023
- Total domestic consumption was 131.65 million tonnes in 2023
- The output of paper and paper board maintained an average growth rate of approximately 2.40% during the ten-year period from 2014 to 2023, while consumption increased at an average annual rate of 3.02%
- China currently has the largest paper and paper board products output and consumption in the world.

Key Metrics (nine months ended September 30)



Income Statement

	For the Three Months Ended September 30		YoY Change
(US\$)	2024	2023	
Revenue	25,081,500	30,019,914	59.0%
Cost of sales	(23,164,119)	(15,924,783)	45.5%
Gross Profit	1,917,381	(153,223)	1351.4%
Gross profit margin	7.6%	-1.0%	8.6pp
Selling, general and administrative expenses	(3,381,502)	(2,334,746)	44.8%
Income (Loss) from operations	(1,4641,21)	(2,484,513)	-41.1%
Operating margin	-5.8%	-15.8%	-10.0pp
Net Income (Loss)	(1,973,946)	(1,975,368)	-0.07%
Net (loss) margin	-7.9%	-12.5%	-4.6pp
Loss per share – basic and diluted	(0.20)	(0.20)	-

Balance Sheet

(US\$)	September 30, 2024	December 31, 2023
Current Assets		
Cash and bank balance	4,414,848	3,918,938
Restricted cash	478,066	472,983
Accounts receivable	1,727,370	575,526
Inventories	5,732,539	3,555,235
Other current assets	20,622,074	19,835,219
Total current assets	32,974,897	28,357,901
Property, plant, and equipment, net	154,755,386	163,974,022
Other non-current assets	2,287,956	2,411,726
Total Assets	190,018,239	194,743,649
Current Liabilities		
Short-term bank loans	856,238	423,567
Current portion of long-term loans	4,365,385	6,874,497
Lease Liability	249,976	100,484
Accounts Payable	-	4,991
Other current liabilities	15,283,025	14,015,395
Total current liabilities	20,754,624	21,418,934
Long-term loans	4,566,601	4,503,932
Lease Liability non-current	372,966	483,866
Derivative liability	3	54
Total Liabilities	25,694,194	26,406,786
Total Stockholders' equity	164,324,045	168,336,863
Total Liabilities and Stockholders' Equity	190,018,239	194,743,649

Statement of Cash Flows

(US\$)	Nine Months Ended September 30,	
	2024	2023
Net Cash Provided by (Used in) Operating Activities	2,831,111	7,494,114
Net Cash Provided by (Used in) Investing Activities	(315,152)	(9,211,711)
Net Cash Provided by(Used in) Financing Activities	(2,112,706)	1,997,269
Effect of Exchange Rate Changes on Cash and Cash Equivalents	97,740	(366,599)
Net (Decrease)/Increase in Cash and Cash Equivalents	500,993	(86,927)
Cash,Cash Equivalents and Restricted Cash – Beginning of Period	4,391,921	9,524,868
Cash, Cash Equivalents and Restricted Cash– End of Period	4,892,914	9,437,941



Thank You!

Contact Information:

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